

Sydney Global Film Studio Respondent Guide

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1. Introduction

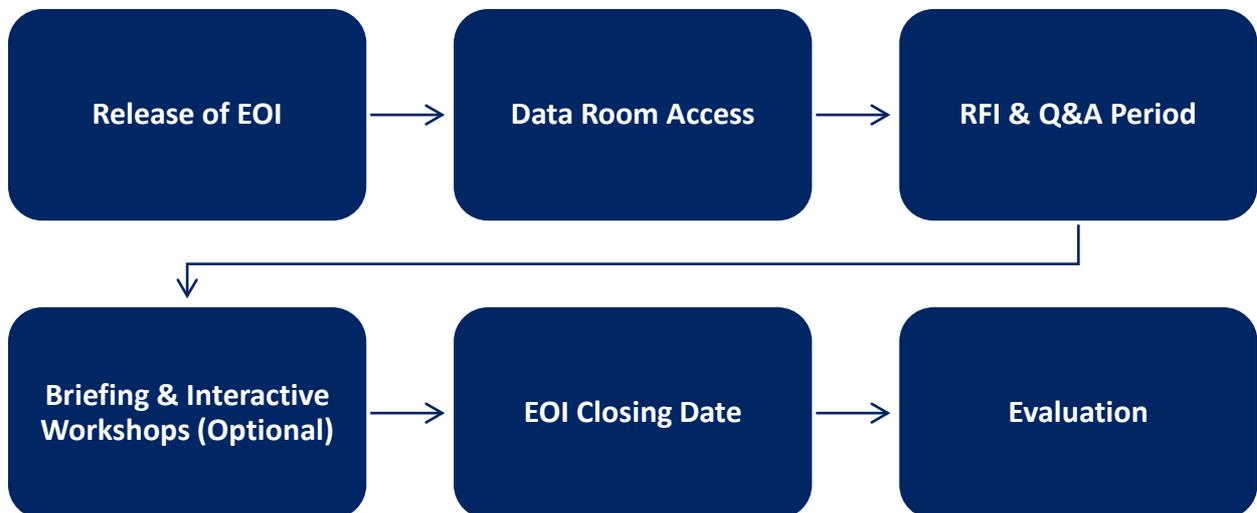
The NSW Government is pleased to invite interested parties (**Respondents**) to provide their Expressions of Interest (**EOI**) to establish a new global film studio in the Greater Sydney Area that attracts international footloose films and supports local production (the **Project**). The NSW Government, in partnership with the Department of Creative Industries, Tourism, Hospitality and Sport (**DCITHS**) and Infrastructure NSW, will lead this Project and the procurement process.

At the highest level, the NSW Government is seeking to ensure that the film studio maintains Sydney's position as the nation's leading location for Australian and international production, supporting sustainable long-term growth of the screen sector in NSW.

This Respondent Guide provides information on the EOI process and how to participate, including timetable, access to information, communications and protocols. This should be read in conjunction with the documentation provided as part of the EOI.

2. Overview of EOI Process

The NSW Government is commencing the EOI process to identify and shortlist potential private sector partners for invitation to participate in the Request for Proposal (**RfP**) process. The EOI process will be conducted as an open market tender process and invites domestic and international respondents to submit responses to the EOI (**EOI Responses**) by completing and returning the Returnable Schedules that will be provided in the SGFS EOI Data Room (**Data Room**). Key stages for the EOI process are illustrated in the graph below.



3. Expectations of Respondents

Respondents must comply with the NSW Government Supplier Code of Conduct and NSW Government Procurement Policy Framework.

The Department is committed to conducting business to the highest standards of probity. This means acting with honesty, fairness and integrity, disclosing and managing any conflicts of interest, and protecting confidential information. We expect Respondents and their advisors to abide by the same standards of probity.

4. Participation Requirements

Respondents must satisfy the minimum threshold requirements prior to being granted unrestricted access to the Data Room to obtain the EOI information.

The minimum requirements that the Respondent must meet to qualify for access to the Data Room are:

- The Respondent must hold a registered ABN or demonstrate the capability of gaining an ABN prior to submitting an EOI Response, and have demonstrated experience in developing and operating a film studio of a scale similar to that contemplated for this procurement or other significant commercial infrastructure.
- Interested parties must acknowledge and agree to the Data Room Protocol.
- Interested parties must complete and submit the User Access Request Form at https://dataroom.ansarada.com/SGFS_EOI_Data_Room/sign-up/A8BE159B-1BAA-4D88-A770-B0211BFE418F which will provide limited access to the Data Room for the purposes of providing the Data Room Protocol and the Confidentiality and Process Deed Poll for each person to sign and upload to the Data Room.
- If consultants/advisers are seeking access to the virtual data room on behalf of a Respondent, the relevant Respondent must request access on their behalf.

5. Key Information for Respondents

Item	Detail
How will information be shared in relation to the EOI?	Information relating to the EOI will be provided to Respondents via a dedicated and external data room established specifically for the Project.
What is the Data Room?	The Data Room provides registered Respondents a confidential space to participate in the EOI process.
How do I gain access to the Data Room?	Respondents must register to access the Data Room at https://dataroom.ansarada.com/SGFS_EOI_Data_Room/sign-up/A8BE159B-1BAA-4D88-A770-B0211BFE418F . Requests will be reviewed by the Transaction Manager and access will be granted to bona fide Respondents. Respondents will be required to sign and return a Confidentiality and Conflict of Interest Deed and the Data Room Protocols prior to gaining access to the Data Room.
How are Requests for Information (RFIs) & Queries managed?	All RFIs and Queries must be submitted by the Respondent in the Data Room. RFIs or Queries from Respondents raised outside the Data Room will not be considered as part of this EOI process.
Will Respondents have an opportunity to visit government identified sites?	Respondents may be provided with an opportunity for a site visit to the government identified sites. This will be managed upon request which should be submitted by the Respondent as a Query in the Data Room.

Item	Detail
Will Respondents receive a briefing for the Project?	Respondents will be invited to an initial briefing session, scheduled to occur early in the EOI process.
Will Respondents have an opportunity to meet with the Project team?	All correspondence related to the EOI procurement process must be undertaken with the Transaction Manager. Respondents will be provided with an opportunity to arrange an Interactive Workshop, allowing Respondents an opportunity to clarify the requirements of the Project before lodging their EOI.
Who should the Respondent correspond with in relation to the EOI?	All correspondence related to the EOI procurement process must be undertaken with the Transaction Manager. For the avoidance of doubt, Respondents should not attempt to make contact or hold discussions regarding a proposal with any member of the Project team, Member of Parliament or their office, or contact landowners of the sites identified by Government outside the Data Room.
How do I contact the Transaction Manager?	All correspondence with the Transaction Manager must be addressed to the Project Email Addresses below: sgfs.procurement@infrastructure.nsw.gov.au & sgfs@parthenon.ey.com
Who is the Probity Advisor?	Procure Group has been appointed as the Probity Advisor.

